Message Text

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E.O. 11652:GDS TAGS: ENRG, IR, UR SUBJECT: SOVIET-IRANIAN OIL NEGOTIATIONS

1. BEGIN UNCLASSIFIED. TASS ECONOMIC DAILY AUGUST 14 REPLAYS ARTICLE IN ETTELAAT ON IRANIAN OIL EXPORTS. THE ARTICLE REPORTEDLY EMPHASIZED IRANIAN EFFORTS TO INCREASE VOLUME OF DIRECT OIL EXPORTS AND NOTED THAT "SOCIALIST COUNTRIES," ESPECIALLY IN EASTERN EUROPE, ARE AMONG BIGGEST PURCHASERS. IN THIS CONNECTION, ARTICLE MENTIONS THAT TALKS "ARE BEING HELD NOW" ON DIRECT EXPORTS OF CRUDE OIL TO THE GDR AND THE SOVIET UNION. END UNCLASSIFIED.

BEGIN CONFIDENTIAL.

2. COMMENT. AS ADDRESSEES ARE AWARE, USSR CURRENTLY DOES NOT IMPORT CRUDE OIL FROM IRAN. SUCH PURCHASES, UNLIKE THOSE OF IRANIAN NATURAL GAS, WOULD PRESUMABLY BE FOR HARD CURRENCY, UNLESS SOME SORT OF SWITCH CONFIDENTIAL

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ARRANGEMENT (77 TEHRAN 7607) IS UNDER DISCUSSION. WHILE HARD CURRENCY IMPORTS OF IRANIAN OIL MIGHT MAKE SOME MODEST DEGREE OF SENSE ON GROUNDS OF LOWER TRANSPORTATION COSTS ALONE, ANY SUBSTANTIAL SOVIET IMPORT OF IRANIAN OIL WOULD SEEM JUSTIFIED ONLY IF USSR COULD GET IT ON SOME SORT OF BARTER BASIS, THEREBY DERIVING MAXIMUM BENEFIT FROM INCREMENTAL HARD CURRENCY

EXPORTS TO THE WEST WHICH IMPORTS FROM IRAN WOULD PERMIT.

- 3. IN CONVERSATION WITH E/C COUNSELOR AUGUST 17, OFFICER FROM MINISTRY OF FOREIGN TRADE (MFT) ASIAN DIVISION SAID HE WAS UNAWARE OF ANY OIL NEGOTIATION WITH IRAN, BUT THAT IT WAS POSSIBLE SOME OTHER MINISTRY WAS INVOLVED. FACT THAT THIS OFFICER INVOLVED IN MFT POLICY PLANNING CASTS SOME DOUBT ON SERIOUSNESS OF ANY OIL TALKS THAT MAY NOW BE GOING ON AND SUGGESTS THAT THEY ARE NOT PART OF ANY REGULAR FOREIGN TRADE NEGOTIATION.
- 4. WOULD APPRECIATE ANY INFO TEHRAN CAN DEVELOP ABOUT THESE NEGOTIATIONS. TOON

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